WLOS 110 Technology Dr Asheville, NC 28803

Waterfront Strategies 3050 K St NW #100 Washington, DC 20007

> Schedule Dates Contract # AFSCME PEOPLE (626224) POLITICAL ISSUE (ns) (1187) Waterfront Strategies (7591) AFSCME People (93923) 10/18/16-10/24/16 2661503

Brand

Agency

Advertiser

Product

Issue 10/13 new order DO NOT RELEASE WITHOUT FUNDS Katie, Thompson, Weekly/Irregular 194/207/5660 Millennium Philadelphia Millennium/PHL, Philadelphia (1103) National/Political Issue Agency BRD

Phone/Fax **Buyer Name** Sales Office Salesperson

Comments Billing Type Account Types

Sales Tax

CO-OP Order Type Demo Headline # **Entered By** Last Modified Date Entered 10/13/16 o Louise Palmer 10/13/16 ECR25329691 Normal

Package Deal

Net Total Commission Commission % 15.00 \$22,410.25 \$3,954.75

> Asheville (WLOS)
> By Broadcast Month Spots 28 28 \$26,365.00 \$26,365.00

Grand Total: Oct. 2016

Accepted-		11.0	10.0	9.0	8.0	7.0	6.0	5.0	4.0	3.0	2.0	1.0	Line
Accepted-Agency/Advertiser	1	11.0 Normal Line / News	10.0 Normal Line / News	9.0 Normal Line / News	8.0 Normal Line / SPOT	7.0 Normal Line / News	6.0 Normal Line / SPOT	5.0 Normal Line / News	4.0 Normal Line / News	3.0 Normal Line / News	2.0 Normal Line / News	1.0 Normal Line / SPOT	Line Type / Break Type (Ref #)
		10/18/16-10/21/16	10/18/16-10/21/16	10/18/16-10/21/16	10/18/16-10/21/16	10/18/16-10/21/16	10/18/16-10/21/16	10/18/16-10/21/16	10/18/16-10/21/16	10/18/16-10/21/16	10/23/16-10/23/16	10/22/16-10/22/16	Dates
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derentad Anathary	CONFIRMATION CONTRA	:30 5:58P- News-News 13 at 6p	:30 5:27:30P- News-News 13 at 5:30p	:30 4:59P- News-News 13 First News At 5p	:30 3:58:40P- Dr Phil	:30 11:58:41A- News-News 13 at Noon	:30 9A- Rachael Ray	:30 6:30A- 7A (EST)	:30 5:30A- 6A (EST)	:30 5A- 5:30A (EST)	:30 5:59A- News-News 13 @ 6am Sunday	:30 12:05A- Sports-Ring of Honor 2	Run Times
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Date:	······•]	\$1,800.00	\$1,125.00	\$1,015.00	\$450.00	\$565.00	\$270.00	\$1,240.00	\$675.00	\$565.00	\$400.00	\$180.00	Rate
(Comments:		\$1,800.00	\$2,250.00	\$2,030.00	\$900.00	\$1,130.00	\$540.00	\$2,480.00	\$1,350.00	\$1,130.00	\$400.00	\$180.00	Total
		\$1,800.00 Asheville (WLOS)	\$2,250.00 Asheville (WLOS)	\$2,030.00 Asheville (WLOS)	\$900.00 Asheville (WLOS)	\$1,130.00 Asheville (WLOS)	\$540.00 Asheville (WLOS)	\$2,480.00 Asheville (WLOS)	\$1,350.00 Asheville (WLOS)	\$1,130.00 Asheville (WLOS)	\$400.00 Asheville (WLOS)	\$180.00 Asheville (WLOS)	Station
		Wkdy News 13 @ 6	NEWS	First News At 5	Dr Phil	News 13 @ Noon	Rachel Ray	NEWS	News 13 This Morning	News 13 Early Edition	News 13 Sunday @ 6	Ring Of Honor	Comments
		10/13/16	10/13/16	10/13/16	10/13/16	10/13/16	10/13/16	10/13/16	10/13/16	10/13/16	10/13/16	10/13/16	Entered

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms

Printed At: 11:33 AM on Monday, October 17 2016

WLOS 110 Technology Dr Asheville, NC 28803

3050 K St NW #100 Washington, DC 20007 Waterfront Strategies

> Phone/Fax **Buyer Name** Sales Office Salesperson

Comments Billing Type **Account Types**

Weekly/Irregular

National/Political Issue Agency BRD

194/207/5660

10/13 new order DO NOT RELEASE WITHOUT FUNDS

Contract # Schedule Dates Millennium/PHL, Philadelphia (1103) AFSCME PEOPLE (626224) POLITICAL ISSUE (ns) (1187) Waterfront Strategies (7591) AFSCME People (93923) 10/18/16-10/24/16 2661503 Demo CO-OP Order Type Package Deal Headline # **Entered By** Last Modified Date Entered

Millennium Philadelphia Katie, Thompson, Commission %

Brand

Product Agency Advertiser

8 10/13/16 10/13/16 Normal

Net Total Commission \$22,410.25 \$3,954.75

15.00

ECR25329691 Louise Palmer

Sales Tax

Asheville (WLOS)
By Broadcast Month Grand Total: Oct. 2016 Spots 28 28 **Rate** \$26,365.00 \$26,365.00

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		19.0 Normal Line / News	18.0 Normal Line / News	17.0 Normal Line / News	16.0 Normal Line / News	15.0 Normal Line / SPOT	14.0 Normal Line / Football	13.0 Normal Line / News	12.0 Normal Line / News	Line Type / Break Type (Ref #)	
		10/24/16-10/24/16	10/24/16-10/24/16	10/24/16-10/24/16	10/23/16-10/23/16	10/22/16-10/22/16	10/22/16-10/22/16	10/22/16-10/22/16	10/18/16-10/21/16	Dates	
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	CONFIRMATION CONTR	:30 10:59:56P- News-News 13 11p Late News	:30 5:27:30P- News-News 13 at 5:30p	:30 4:59P- News-News 13 First News At 5p	:30 10:59:56P- News-News 13 11p Late News	:30 1:05A- Elementary Wknd	:30 3:30P- Sports-ABC College Football 2	:30 5:58:40A- News-News 13 @ 6am Saturday	:30 10:59:56P- News-News 13 11p Late News	h Run Times	
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		1 \$1,350.00	1 \$1,125.00	1 \$1,015.00	\$1,240.00	1 \$70.00	1 \$4,275.00	\$400.00	2 \$1,350.00	Rate	
		\$1,350.00	\$1,125.00	\$1,015.00	\$1,240.00		\$4,275.00	\$400.00	\$2,700.00	Total	
		\$1,350.00 Asheville (WLOS)	\$1,125.00 Asheville (WLOS)	\$1,015.00 Asheville (WLOS)	\$1,240.00 Asheville (WLOS)	\$70.00 Asheville (WLOS)	\$4,275.00 Asheville (WLOS)	\$400.00 Asheville (WLOS)	\$2,700.00 Asheville (WLOS)	Station	
		11PM News	news	News	News 13 Tonight	Elementary	COLLEGE FTBL NON	News 13 Saturday @ 6	News 13 Tonight	Comments	
		10/13/16	10/13/16	10/13/16	10/13/16	10/13/16	10/13/16	10/13/16	10/13/16	Entered	

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AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and L	ocation:	Date:
, do hereby req	uest station time concerning the following is	
	AFSCNE Peolle	

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
		ts 01	dered		

This bear done time we	ll havead he	AFFLAE	
This broadcast time wi	il be used by.		

THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT "COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE." FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?" [] No D Yes

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

Peloma Ross US Early NC 11/8/16

I represent that the payment for the above described broadcast time has been furnished by (name and address):

People 1629 & Street New Like to , De 20036 AFSLME

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Projecting - Lew Smurdery

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

☐ Accepted	☐ Accepted in Part	□ Rejected
TO BE SI	GNED BY STATION REPRESENT	
Date	Signature	Contact Phone Number
TO BE SIGNE	D BY ISSUE ADVERTISER (S	SPONSOR) 2 *2 -3) 3-3 74
liability, including reasonable above-requested advertisem also agrees to prepare a so	mnify and hold harmless the station attorney's fees, that may ensue from the above-stated broadript, transcript, or tape, which with before the time of the scheduled	m the broadcast of the dcast(s), the sponsor il be delivered to the

AGREED UPON SCHEDULE

For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance

Broadcast Langth	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
		- A C	dered a		

Attach proposed schedule with charges (if available):

AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any, and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

Note: Because the FCC requires that the political file contain the actual time the rate for spots "communicating a political metter of national importance" air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC's online political files include a folder for "Terms and Disclosures." NAS suggests that, for stations subject to the online public file rule, the manes of contact person(s) be placed in that folder.